



VA National Acquisition Center's (NAC) FEDERAL SUPPLY SCHEDULE (FSS) MONTHLY E-NEWSLETTER

Providing world class healthcare products & services to the federal marketplace

A New & Improved FSS

"Henry Ford is reported to have offered \$25,000 to anyone who would show him how to save a single nut and bolt on each automobile that he made."

Without Henry Ford, our country would not be the America we know today. His obsession with reducing costs and improving productivity allowed him to build the first automobile that ordinary people could afford and led to the construction of a vast network of roads and highways that gave birth to today's mobile society. It also set the stage for total quality management and continuous improvement programs that are prevalent in the automotive industry today. More importantly, we have learned that continuous improvement is expected in virtually every industry as an organization focuses on the needs and wants of their customers.

The Federal Supply Schedule (FSS) is currently undergoing a substantial transformation. Over the past 18 months, we have been diligently working to evaluate our current systems and methods, as well as to examine how other similar groups handle/complete their workload. As a result, we determined that a change was needed within our service in order to promote efficiency and effectiveness in our day to day actions, as well as our overall program.

Similar to our current structure, we will still be organized into three main branches. However, the work performed by the three new branches will be vastly different from the way we currently operate. We will be breaking away from the cradle-to-grave model, and instead utilizing a more task oriented approach. The new branches and their main mission can be seen below.

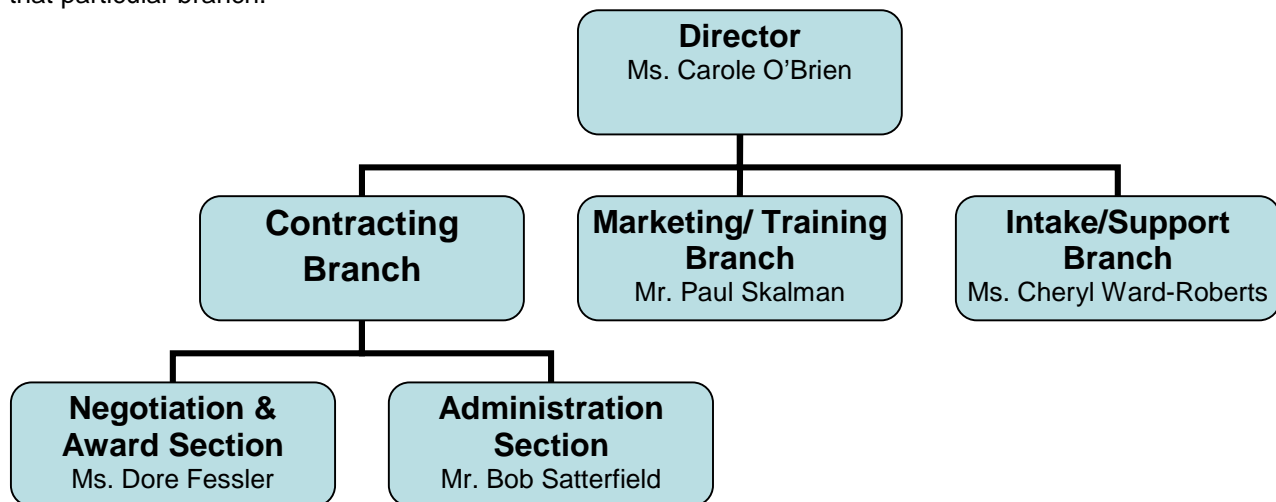
- **Intake and Support Branch** – this branch will be responsible for managing the newly created centralized intake process, the initial clarification of all proposals, the management of the centralized FSS helpdesk, and the establishment of a Quick Program (which will award applicable FSS contracts within 45 days).
- **Contracting Branch** – this branch will be responsible for all evaluation and award actions, as well as all contract modification requests and administrative actions.

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- **Marketing and Training Branch** – this branch will be responsible for managing training needs (to include employee, customer, and vendor training efforts), solicitation refreshments, and policy issues.

Some of these improvements will have little to no visible impact to our current and potential vendors, while others will experience significant change since there will be more than one person to communicate with about your firm's offer, contract, modification request, etc. Please be mindful that the major benefit of our re-organization will be a more efficient and timely process for managing proposals and contract actions within our office, more consistent guidance will be available for inquiring parties, and a streamlined approach to the overall management of the FSS program. Please see our new organizational chart below, along with the name of the Director or Assistant Director that will be leading that particular branch.



Due to the large magnitude of the re-organization, we have developed an internal timeframe to provide guidance for FSS personnel and to minimize any workload interruptions for our customers. Therefore, the re-organization that we are undertaking will not occur within a day, a week, or a month. Instead, the process will be drawn out and will incorporate changes as needed. Please be mindful that the re-organization has already begun and you will be informed about relevant information regarding upcoming changes in the future.

To ensure we reach our goals and provide the level of service that is expected from the FSS, we are expanding our organization by hiring additional employees. With the addition of the new employees, we will be better able to provide efficient, effective, customer service to the approximately 1,600 current FSS contractors, potential vendors, and eligible FSS ordering facilities. Thus, we would like to extend a warm welcome to our two most recently hired employees: Ms. Victoria Tranthem and Mr. Joshua Ladwig.

If you have any questions/concerns about the FSS re-organization, or would like to learn more about a specific topic and/or issue, please feel free to contact the FSS helpdesk at (708)786-7737 and/or helpdesk.ammhinfss@va.gov.

IMPORTANT UPCOMING DATES**FSS Customer Training Schedule (Only Applicable to Government Agencies)**

- Brooklyn, NY – Nov 17th & 18th
POC: Ms. Christine Carballo
Christine.Carballo@va.gov
- Bronx, NY – Nov 19th & 20th
POC: Ms. Christina Katz
Christina.Katz@va.gov

If you would like to attend a training session, schedule a new one, or request additional information, please contact Ms. Veronica Hazen at Veronica.Hazen@va.gov. Please note that the FSS Customer Training is **ONLY APPLICABLE TO GOVERNMENT AGENCIES**.

RECENTLY AWARDED FSS CONTRACTS (OCTOBER 2009)

Pharmaceutical, Dental, Patient Mobility, & X-Ray (Website:

<http://www1.va.gov/oamm/oa/nac/fsss/pharmfss.cfm>)

- Valeant Pharmaceuticals: V797P-5135B (Large Pharmaceutical Business)
- Sirion Therapeutics, Inc.: V797P-5128B (Small Pharmaceutical Business)
- Iroko Pharmaceuticals, LLC: V797P-5130B (Small Pharmaceutical Business)
- Jazz Pharmaceuticals, Inc.: V797P-5131B (Small Pharmaceutical Business)
- Dentalree.com International, Inc.: V797P-3197M (Small, Woman Owned, Disadvantaged Dental Business)
- Zimmer Dental: V797P-3196M (Large Dental Business)

Medical/Surgical Equipment (Website: <http://www1.va.gov/oamm/oa/nac/fsss/medequipsupfss.cfm>)

- Delta Southland Intl. Ltd: V797P-4248B (Large Med/Surg Business)
- Byrne Medical, Inc.: V797P-4231B (Small Med/Surg Business)
- Wolfe – Tory Medical Inc.: V797P-4253B (Small Med/Surg Business)
- Cardinal Health 200 Inc.: V797P-4249B (Large Med/Surg Business)
- Micromed LLC: V797P-4245B (Small, Woman Owned Med/Surg Business)
- Isis Medical Inc.: V797P-4244B (Small Med/Surg Business)
- Positional Therapy Pillows LLC: V797P-4236B (Small Med/Surg Business)
- Kenad SG Medical, Inc.: V797P-4238B (Small, Disabled Veteran Owned, Hub-Zone Med/Surg Business)
- Ablenet, Inc.: V797P-4247B (Small Med/Surg Business)
- Medlogix, Inc.: V797P-4240B (Small Med/Surg Business)
- Foremost Medical Equipment: V797P-4246B (Small Med/Surg Business)
- Winco, Inc.: V797P-4243B (Small Med/Surg Business)

Medical Professional & Laboratory Testing Services & Cost-Per-Test (Website:

<http://www1.va.gov/oamm/oa/nac/fsss/fssproftrain.cfm>)

- Wesley Medical Staffing, Inc.: V797P-7236A (Small, Woman Owned Professional Medical Healthcare Services Business)
- WA Medical Services: V797P-7234A (Small Professional Medical Healthcare Services Business)
- Supplemental Medical Services, Inc. DBA StaffLink: V797P-7233A (Small, Woman Owned, Disadvantaged Professional Medical Healthcare Services Business)
- On Call Surgical Services LLC: V797P-7235A (Small Professional Medical Healthcare Services Business)

In order to obtain pricing information for all of the companies referenced above, please review the NAC Search Tool (<http://www1.va.gov/nac/index.cfm>) or GSA E-Library (<http://www.gsaelibrary.gsa.gov/ElibMain/scheduleList.do>).